

APPENDIX A: *Contacts in Canada*

Federal Government Departments and Agencies

Department of Foreign Affairs and International Trade (DFAIT)

DFAIT is responsible for Canada's foreign policy, relations with other countries, and participation in multilateral organizations. Although this covers political, social, cultural and environmental affairs, a large part of DFAIT's activities include international trade and investment. In addition to having a Minister of Foreign Affairs, there is a Minister of International Trade, a high-ranking Cabinet portfolio.

Because of the importance of trade to the country's overall economy, DFAIT has important responsibilities for Canada's economic health and competitiveness. It actively pursues and promotes the country's economic and commercial interests abroad. To generate economic development and employment in Canada, the Department also encourages and facilitates international direct investment in Canada. To this end, DFAIT designs and administers a number of programs to attract productive international investment to Canada.

The Department helps to attract international investment and technology to Canada and assists Canadian companies interested in international investment, partnerships as well as the acquisition of technologies.

Investment Development Bureau

The Investment and Technology Bureau (TID) promotes Canada as an attractive, competitive destination for business investment to potential foreign investors. It actively encourages investments that take the form of new plant and equipment, joint ventures or strategic partnerships. TID is especially interested in attracting investment that introduces new technology into Canada, which is key to creating new jobs and economic opportunities. It also helps Canadian companies to find international investment partners and to access international sources of capital and technologies. TID provides support to the chief executive officers of Canadian subsidiaries of multinationals that are seeking to attract manufacturing and research and development (R&D) mandates to Canada. It also monitors and analyzes investment trends and perceptions of Canada as an investment site. TID works closely with the "geographic" branches of DFAIT and the investment counsellors at Canadian missions around the world, as well as with provincial and municipal authorities, and professional and business organizations. For more information, contact:

Department of Foreign Affairs and International Trade

Lester B. Pearson Building

125 Sussex Drive

Ottawa, ON K1A 0G2

Tel.: (613) 992-4916

Fax: (613) 996-1370

FaxLink*: (613) 944-6500

Internet: <http://www.dfait-maeci.gc.ca>

*FaxLink is a faxback system which provides fact sheets on investment related topics and market sectors. It must be contacted through your fax machine. Dial from your fax phone and follow the voice prompt instructions.

Department of Industry (DI)

DI was created with a broad mandate to make Canada more competitive by fostering the growth of Canadian businesses, by promoting a fair and efficient marketplace for business and consumers, and by encouraging commercial ventures in scientific research and technology. In the area of small business, it has been given specific responsibility to:

- develop, implement and promote national policies to foster the international competitiveness of industry; the enhancement of industrial, scientific and technological development; and the improvement in both the productivity and efficiency of industry;
- promote the mobility of goods, services, and factors of production within Canada;
- develop and implement national policies to foster entrepreneurship and the start-up, growth and expansion of small businesses;
- develop and implement national policies and programs respecting industrial benefits from procurement of goods and services by the Government of Canada; and
- promote and provide support services for the marketing of Canadian goods, services and technology.

The regional offices of DI work directly with Canadian companies to promote industrial, scientific and technological development. They help clients recognize opportunities in a competitive international marketplace by providing services in the areas of business intelligence and information as well as trade and market development. DI also promotes and manages a portfolio of programs and services.

The following are areas in which the DI regional offices have special competence:

- access to trade and technology intelligence and expertise;
- entry points to national and international networks;
- industry-sector knowledge base;
- co-location with International Trade Centres connected to DFAIT and Canadian posts abroad;
- client focus on emerging and threshold firms; and
- business intelligence.